

BEFORE THE
DEPARTMENT OF TRANSPORTATION
OFFICE OF THE SECRETARY
WASHINGTON, D.C.

95 JAN 26 PM 4:45

DOCKET SECTION

820(PA)

057-95-96-7

U.S.-VANCOUVER CERTIFICATE PROCEEDING Docket Nos. 50055, 50056, 50059,
50061, 50065, 50070,
50071, 50074, 50079, ✓
50080

ANSWER OF THE MINNEAPOLIS-ST. PAUL
METROPOLITAN AIRPORTS COMMISSION
IN SUPPORT OF CERTIFICATE APPLICATION OF
NORTHWEST AIRLINES, INC

Communications with respect to this document should be sent to:

Jeffrey W. Hamiel
Executive Director
MINNEAPOLIS-ST. PAUL METROPOLITAN
AIRPORTS COMMISSION
6040 28th Avenue South
Minneapolis, MN 55450

Thomas W. Anderson
General Counsel
MINNEAPOLIS-ST. PAUL METROPOLITAN
AIRPORTS COMMISSION
6040 28th Avenue South
Minneapolis, MN 55450

John J. Corbett
Rise J. Peters
Samuel B. Johnson
Jeffrey S. Schwarz
SPIEGEL & MCDIARMID
Suite 1100
1350 New York Avenue N.W.
Washington, DC 20005-4798
(202) 879-4000

Counsel for Minneapolis-
St. Paul Metropolitan Airports
Commission

January 26, 1995

DEPARTMENT OF TRANSPORTATION
OFFICE OF THE SECRETARY
WASHINGTON, D.C.

U.S.-VANCOUVER CERTIFICATE PROCEEDING Docket Nos. 50055, 50056, 50059,
50061, 50065, 50070,
50071, 50074, 50079,
50080

ANSWER OF THE MINNEAPOLIS-ST. PAUL
METROPOLITAN AIRPORTS COMMISSION
IN SUPPORT OF CERTIFICATE APPLICATION OF
NORTHWEST AIRLINES, INC

On January 19, 1995, Northwest Airlines, Inc. (Northwest) applied to the Department of Transportation (DOT) for a Certificate of Public Convenience and Necessity that would authorize Northwest to provide scheduled air transportation of passengers, property and mail between Minneapolis-St.Paul, Minnesota, and Vancouver, Canada. The Minneapolis-St. Paul Metropolitan Airports Commission (MAC) is the public agency created by the Minnesota state legislature to operate the Minneapolis-St.Paul International Airport (MSP) and six other airports serving the Twin Cities' metropolitan area, Greater Minnesota and the upper Midwest region. The Minnesota state legislature has directed MAC, as part of its statutory mission, to promote safe, efficient and economical international air travel, and to assure that Minnesota is included in international programs of air transportation. See Minn. Stat. § 473.602(1). MAC *vigorously* supports Northwest's application, not simply because Northwest's proposed service will benefit Minnesota, but also because Northwest service between Vancouver

and Minneapolis-St. Paul will provide superior benefits, qualitatively and quantitatively, to a broader subset of the United States population than the service suggested by *any* of the competing applications.

I. The DOT Should Evaluate Applicants' Proposals Based on their Ability to Provide Efficient and Convenient Service to as Many Under-Served Communities as Possible

Because the framework agreement provides only for a limited increase in the amount of service that U.S. carriers may offer between the U.S. and Vancouver, Canada, it is imperative that the DOT distribute the entitlements where they will have the greatest and broadest impact. In economic terms, the DOT should facilitate air service to those cities where the gap between the potential demand and the current supply of air transportation to and from Vancouver is largest. Since vast areas of the country are poorly served under the current regime, economics and equity both dictate that the DOT should make it a priority to facilitate convenient air transportation between Vancouver and unserved areas of the United States.

Currently, the western United States consumes a grossly disproportionate share of the air transportation between the United States¹ and Vancouver. Essentially all Vancouver passengers bound for any point in the U.S. must fly to a hub located on the west coast. As Northwest notes, seven of the eight existing gateways between Vancouver and the United States are located on the west coast. Indeed, during the summer of 1994, all but 3 of the 64 daily nonstop jet flights between the United States and Vancouver

¹ As used in this document, the term, "United States," refers to the contiguous 48 states.

operated to or from gateways on the west coast. See Northwest Airlines, Inc., Application for a Certificate of Convenience and Necessity 5 (1995) (hereafter, Northwest Vancouver Application).

Nevertheless, in 1993, 602,010 passengers -- or **53.3 percent** of all United States-Vancouver travelers -- actually were traveling to or from points east of California, Washington, and Oregon. See Northwest Vancouver Application, Exhibit NW-114. The overwhelming majority of these passengers flew hundreds of miles out of their way to reach their destinations via a west coast hub. Further, such historical data do not account for passengers who *would* fly between the United States and Vancouver if one-stop service were more direct. Since time spent *en route* is as much a cost of traveling -- and as much a disincentive to travel -- as out of pocket costs, many more people would travel between Vancouver and the central and eastern U.S. if the flights were more direct. The DOT's first priority should be to facilitate such travel.

Since indirect travel wastes passengers' time and society's resources, the DOT should attempt to maximize the number of locations in the central and eastern United States that have convenient access by air transportation to Vancouver without the need for significant indirect travel. Because the DOT has only a limited number of entitlements to bestow, the DOT should be careful to choose a carrier that will offer relatively *direct* air service between Vancouver and a *wide variety* of central and eastern United States locations.

Finally, and especially in light of the recently ratified North American Free Trade Agreement (NAFTA), the DOT should take into account the opportunities for trade that

its choice among carriers may foster or foreclose. Vancouver is the third most populous city in Canada and an attractive market for goods and services marketed by U.S. firms. Under the current U.S.-Canada aviation regime, however, air transportation between Vancouver and distant areas of the United States, including the upper Midwest, has been unavailable. Ironically, despite having extensive ties to Canada, businesses in the upper Midwest have been unable to reach that country's third largest market. The DOT ought to remedy this inefficient allocation of resources.

II. Northwest's Proposal Offers the Best Combination of Flexibility and Convenience for Air Travel between Vancouver and the Under-Served Central and Eastern United States

Northwest proposes to offer U.S.-Vancouver service through its hub at Minnesota-St. Paul International Airport (MSP). By accepting Northwest's application, the DOT can provide for convenient air transportation between Vancouver and most of the United States markets that currently lack such access. From its MSP hub, Northwest will provide nonstop connecting services (289 daily departures) to 72 cities that together account for more than 50 percent of all historic one-stop traffic between Vancouver and U.S. markets. See Northwest Vancouver Application at 7. The vast majority of these connections consist of short flights to other locations in the upper Midwest or non-circuitous flights to more eastern locations. In nearly all cases, Northwest's proposed service will offer significantly shorter routes than passengers from these markets have had to follow in the past.

A. The Upper Midwest

From the hub at MSP, Northwest and other carriers would provide *excellent* service to the rest of Minnesota and the upper Midwest. The airport system administered by MAC -- which consists of MSP and six reliever airports -- is the third busiest in the country, conducting 1.26 million operations per year. This airport system ensures that air transportation throughout the state of Minnesota is quick and convenient.

Northwest would also provide nonstop jet and Airlink service² between MSP and population centers in North Dakota, South Dakota and Wisconsin. For example, Northwest and Airlink currently provide 20 daily nonstop flights to MSP from Bismarck, Fargo, Grand Forks and Minot, North Dakota. See Letter from Hon. Edward T. Schafer, Governor, State of North Dakota (January 17, 1995) (attached); letter from Gary R. Ness, Director, North Dakota Aeronautics Commission (January 18, 1995) (attached). Similarly, Northwest and Airlink offer 15 daily non-stop flights from five South Dakota cities to MSP. See Letter from William J. Janklow, Governor, State of South Dakota (January 18, 1995) (attached). Forty daily non-stop flights connect MSP to points throughout Wisconsin.

B. Points Throughout the Under-Served Western United States

As Northwest demonstrates in its application, no other applicant can provide comparable service -- direct and convenient -- to as much of the under-served central and eastern United States as Northwestern. Northwest's use of its hub at MSP will allow

² Northwest Airlink is the name under which two separately-certified carriers, Mesaba Aviation and Express Airlines II, operate commuter service throughout the upper Midwest, under a contractual code-sharing agreement with Northwestern.

the airline to serve, with *less than 5 percent* circuitry,³ an area that accounts for 55 percent of the total U.S. population and 32 percent of all historic U.S.-Vancouver traffic. See Northwest Vancouver Application at 7 and Exhibit NW-118. This low-circuitry service area includes 13 of the 20 largest U.S.-Vancouver markets outside the west coast. Id.

Although the only Vancouver gateway outside the west coast is located in Chicago, that city's congested and slot-controlled O'Hare International Airport cannot provide the same level of convenient and efficient one-stop service between Vancouver and the eastern U.S. that Northwest's MSP hub can offer. As Northwest notes, MSP will offer less circuitous one-stop service to each of the 20 largest Vancouver markets in Chicago's service shadow, apart from Chicago itself. Id. at 8. Furthermore, because O'Hare is slot-controlled, to increase service between Chicago and Vancouver means decreasing service between Chicago and other points. The utility of such a trade-off is questionable, especially when a more attractive alternative -- *i.e.*, using Northwest's MSP hub -- exists.

C. The Inferiority of the Other Applicants' Proposals

Apart from Northwest, no applicant proposes service between Vancouver and a hub that can provide *non-circuitous* connecting service to the vast, under-served central and eastern United States. Virtually all of the competing applications propose service through hubs that are located too far west or south to provide direct, non-circuitous

³ A one-stop route is circuitous to the extent that the total distance flown exceeds the mileage of a direct, or Great Circle, route.

connecting service to the eastern two-thirds of the United States. Service to additional west coast gateways would provide only marginal benefits -- duplicating, or at best enhancing, existing service -- while two-thirds of the United States would remain essentially unserved. The DOT should not perpetuate this inequitable and inefficient allocation of resources.

III. Minnesota and the Upper Midwest Are in the Best Position to Take Advantage of the Economic Opportunities Offered by Convenient Air Transportation to Vancouver

As discussed in Section I, supra, the DOT should take into account the impact that its choice among carriers will have upon trade between U.S. businesses and Canada. The DOT should allocate the limited Vancouver-route entitlements to carriers that serve regions that will use the opportunity most effectively to increase trade. Minnesota and the upper Midwest are poised to make the most productive use of convenient air transportation to and from Vancouver.

Minnesota and the other states in the upper Midwest are thriving economic centers and enjoy very substantial trade relations with Canada. Nevertheless, the absence of convenient air service to Canada's three most populous -- and most important -- markets has unnaturally restrained the growth of trade between this region and Canada. According to the Greater Metropolitan Area Foreign Trade Zone Commission, 94 Canadian companies have affiliates located in Minnesota; those companies employ over 10,000 Minnesotans and maintain productive assets worth approximately \$ 2.5 billion in the state. See Letter from Steven J. Anderson, Administrator, Greater Metropolitan Area Foreign Trade Zone Commission (January 19, 1995); letter from

Greg D. Ortale, President, Greater Minneapolis Convention & Visitors Association (January 19, 1995). Furthermore, the number of Canadian affiliated companies in Minnesota has been growing, increasing by approximately one-third between 1986 and 1991. Minnesota's annual exports to Canada -- largely transportation and industrial machinery, but also scientific and electrical equipment -- amount to \$ 1.5 billion, account for nearly one-quarter of Minnesota's total exports, and have been growing. With the ratification of NAFTA, the remaining governmental barriers to trade between the U.S. and Canada have been cleared; the only extant obstacles are geographic and economic. The DOT is now in a position to remove the geographic barriers.

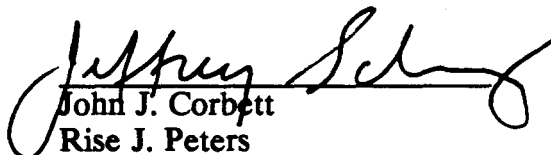
The absence of direct air transportation between the upper Midwest, with vibrant economic and cultural ties to Canada, and Canada's third largest metropolis is irrational. Because Vancouver is approximately 1450 miles from MSP, aviation is the only time-efficient means for transporting passengers and cargo between the two locations. That business people (and the services or products they sell) cannot conveniently travel between the two locations has inhibited the natural growth of transborder trade, unnecessarily limiting it to relatively local transactions. For this reason, perhaps, the strong technical and scientific presence in the area -- provided by firms such as Honeywell, Medtronic, 3M, DataCard, Seagate Technology, Lakeland Computer Corporation, Starkey Labs, and AT&T Global Information Systems -- accounts for only 16.5 percent of Minnesota's exports to Canada. See Letter from Steven J. Anderson, supra; Northwest Vancouver Application, Exhibit NW-129. Direct air service to the Vancouver market from MSP would permit such firms to cultivate demand for their

products which would, in turn, create high-paying, skilled labor positions for U.S. workers to fill. Consequently, the many business and commerce associations in Minnesota and the upper Midwest respectfully urge the DOT, in letters attached to this Answer, to allow Northwest to provide nonstop air service between Vancouver and MSP.

IV. Conclusions

Northwest's application presents the DOT with an unparalleled opportunity to remedy the grossly inequitable and inefficient allocation of air service between Vancouver and locations within the continental United States. By approving Northwest's application, the DOT can deliver efficient and convenient service to a large and underserved region of the United States. Moreover, the DOT can maximize the economic opportunities afforded by increased access to Vancouver by bestowing one of the limited Vancouver entitlements on the region best suited to seize the opportunity, the upper Midwest. For these reasons, MAC -- and the authors of the letters that MAC attaches to this answer -- respectfully and vigorously urge the DOT to approve Northwest's application.

Respectfully submitted,



John J. Corbett
Rise J. Peters
Jeffrey A. Schwarz
Samuel B. Johnson

Law offices of:
SPIEGEL & MCDIARMID
Suite 1100
1350 New York Avenue N.W.
Washington, DC 20005-4798

JANUARY 26, 1995

Attachments

Attorneys for the
MINNEAPOLIS-ST. PAUL
METROPOLITAN AIRPORTS
COMMISSION

CERTIFICATE OF SERVICE

I hereby certify that on this 26th day of January 1995, I served a copy of the foregoing document and the attachments on the following individuals by first-class mail, postage prepaid.

Marshall S. Snick
Squire Sanders & Dempsey
Suite 500
1201 Pennsylvania Avenue N.W.
Washington, DC 20004
(for Alaska Airlines)

John Gillick
Winthrop Stimson Putnam & Roberts
1133 Connecticut Avenue N.W.
Washington, DC 20036
(for America West Airlines)

Carl B. Nelson, Jr.
Associate General Counsel
American Airlines, Inc.
Suite 600
1101 7th Street N.W.
Washington, DC 20036

Russell E. Pommer
Verner Lipfert Bernhard McPherson
& Hand, Chartered
Suite 700
901 15th Street N.W.
Washington, DC 20005
(for Business Express)

Robert Duggan
Mercer Moore & Associates
Suite 502
700 S. Royal Poinciana Boulevard
Miami Springs, FL 33166
(for Carnival Airlines)

Steven A. Alterman
Meyers & Alterman
1701 Rhode Island Avenue N.W.
Washington, DC 20036
(for Horizon Air)

R. Bruce Keiner
Crowell & Moring
Suite 1100
1001 Pennsylvania Avenue N.W.
Washington, DC 20004
(for Continental Airlines)

Michael F. Goldman
Klein Bagileo Silverberg & Goldman
Suite 120
1101 30th Street N.W.
Washington, DC 20007
(for Dallas/Ft. Worth)

Robert E. Cohn
Shaw Pittman Potts & Trowbridge
2300 N Street N.W.
Washington, DC 20037
(for Delta Airlines)

R. Tenney Johnson, Esq.
Suite 600
2300 N Street N.W.
Washington, DC 20037
(for DHL)

Nathaniel P. Breed, Jr.
Shaw Pittman Potts & Trowbridge
2300 N Street N.W.
Washington, DC 20037
(for Federal Express)

Richard J. Fahey, Jr.
Attorney at Law
Suite 901
1925 N. Lynn Street
Arlington, VA 22209-1707
(for Trans World Airlines)

R. Daniel Devlin
Vice President, Legislative Affairs
Trans World Airlines, Inc.
Suite 520
808 17th Street N.W.
Washington, DC 20006

Joel Stephen Burton
Ginsberg Feldman & Bress
Suite 800
1250 Connecticut Avenue N.W.
Washington, DC 20036-1795
(for United Airlines)

David Vaughan
Kelley Drye & Warren
12000 19th Street N.W.
Washington, DC 20036
(for United Parcel Service)

Frank Cotter, Esq.
Assistant General Counsel
USAIR, Inc.
2345 Crystal Drive
Arlington, VA 22227

Frank Costello
Zuckert Scoutt & Rasenberger
888 17th Street N.W.
Washington, DC 20006
(for USAIR, Inc.)

James R. Tarrant
Deputy Assistant Secretary
for Transportation Affairs
U.S. Department of State
EB/TRA Room 5830
2201 C Street N.W.
Washington, DC 20520

Timothy E. Hoeksema
President
Midwest Express Airlines
4915 S. Howell Avenue
Milwaukee, WI 53207

Megan Rae Poldy
Associate General Counsel
Northwest Airlines, Inc.
Suite 310
901 15th Street N.W.
Washington, DC 20005

James Atwood
Covington & Burling
11th Floor
1201 Pennsylvania Avenue N.W.
Washington, DC 20044
(for Northwest Airlines)

Steve H. Lachter
Suite 725
2300 N Street N.W.
Washington, DC 20037
(for Reno Airlines)

Robert Kneisley
Galland Kharasch Morse
& Garfinkle, P.C.
1054 31st Street N.W.
Washington, DC 20007
(for Southwest Airlines)

Embassy of Canada
501 Pennsylvania Avenue N.W.
Washington, DC 20001

Richard B. Hirst
Sr. Vice President
Northwest Airlines, Inc.
5101 Northwest Drive
St. Paul, MN 55111

Elliott M. Seiden
Vice President
David G. Mishkin, Vice President
International & Regulatory Affairs
Northwest Airlines
Suite 310
901 15th Street N.W.
Washington, DC 20005

Donald J. Carty
Executive Vice President
Finance & Planning
American Airlines, Inc.
P.O. Box 61916 MD 5624
DFW Airport, TX 75261

Carl B. Nelson, Jr.
Associate General Counsel
American Airlines, Inc.
Suite 600
1101 17th Street N.W.
Washington, DC 20036

Robert E. Martens
President
AMR Eagle, Inc.
P.O. Box 619616 MD 5494
DFW Airport, TX 75261

Rebecca G. Cox
Vice President, Government Affairs
Continental Airlines, Inc.
1300 I Street N.W.
Houston, TX 20005

Robert M. Rowen
Vice President & General Counsel
Reno Air, Inc.
P.O. Box 30059
Reno, NV 89520-3059

Bradford L. Bates
John R. DeGregorio
Suite 600
700 11th Street N.W.
Washington, DC 20001
(for Midwest Express)

Edward P. Faberman
Vice President, Government Affairs
American Airlines, Inc.
Suite 500
1101 17th Street N.W.
Washington, DC 20036

John A. Hayes
President
Flagship Airlines, Inc.
d/b/a American Eagle
P.O. Box 17228 MD 9969
Nashville, TN 37217

David M. Behrmann
Manager, Route Planning
AMR Eagle, Inc.
P.O. Box 619616 MD 5494
DFW Airport, TX 75261

Mark A.P. Drusch
Staff VP, International Marketing
Continental Airlines, Inc.
2929 Allen Parkway
Houston, TX 77019

Richard P. Magurno
Sr. VP & General Counsel
18th Floor
One City Centre
515 N. Sixth Street
St. Louis, MO 63101

Terry V. Hallcom
Shuttle, Inc.
USAir Shuttle Terminal
LaGuardia Airport
Flushing, NY 11371

Stuart I. Oran
United Air Lines, Inc.
P.O. Box 66100
Chicago, IL 60666

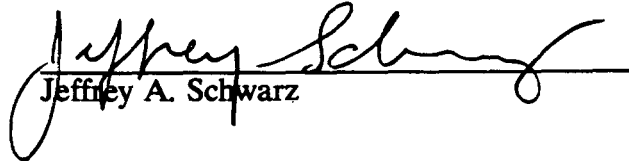
Steven G. Hamilton
Alaska Airlines
19300 Pacific Coast Highway
Seattle, WA 98188

Scott C. Gibson
Vice President, Market Planning
19th Floor
One City Centre
515 N. Sixth Street
St. Louis, MO 63101

Patrick P. Salisbury
Salisbury & Ryan
1325 Avenue of the Americas
New York, NY 10019

Shelley A. Longmuir
United Air Lines, Inc.
Suite 300
1707 L Street N.W.
Washington, DC 20036

Martin J. Whalen
America West Airlines
4000 E. Sky Harbor Boulevard
Phoenix, AZ 85032


Jeffrey A. Schwarz

Index to Attachments

1. Letter from T.R. Hoffman, Director, Aviation and Employee Transportation, 3M (Jan. 19, 1995).
2. Letter from Greg Haug, Airport Operations Director, Bismarck Municipal Airport (Jan. 18, 1995).
3. Letter from Gary R. Ness, Director, Aeronautics Commission (Jan. 18, 1995).
4. Letter from Coral Houle, Mayor, City of Bloomington, Minn. (Jan. 17, 1995).
5. Letter from Robert S. Zakheim, President, Globelle U.S. (Jan. 17, 1995).
6. Letter from Robert F. Selig, A.A.E., Executive Director, Grand Forks Regional Airport Authority (Jan. 18, 1995).
7. Letter from Arne H. Carlson, Governor, Saint Paul, Minn. (Jan. 18, 1995).
8. Letter from Michael D. Ryan, Airport Director, Minot International Airport (Jan. 17, 1995).
9. Letter from Edward T. Schafer, Governor, State of North Dakota (Jan. 17, 1995).
10. Letter from William J. Janklow, Governor, State of South Dakota (Jan. 18, 1995).
11. Letter from Kathleen A. Gaylord, Mayor, City of South St. Paul (Jan. 19, 1995).
12. Letter from Thomas S. Everett, Vice President and General Manager, Strout Plastics (Jan. 18, 1995).
13. Letter from Keith H. Clark, Director of Logistics, The Toro Company (Jan. 18, 1995).
14. Letter from James A. Buchen, Vice President, Government Relations, Wisconsin Manufacturers and Commerce (Jan. 17, 1995).
15. Letter from Shelly Regan, President, Greater Minneapolis Chamber of Commerce (Jan. 19, 1995).
16. Letter from George R. Crolick, President, Minnesota World Trade Center Corporation (Jan. 18, 1995).
17. Letter from Steven J. Anderson, Administrator, Greater Metropolitan Area (Bloomington, Minneapolis and St. Paul) Foreign Trade Zone Commission (Jan. 19, 1995).

18. Letter from Greg D. Ortale, President and C.E.O., Greater Minneapolis Convention and Visitors Association (Jan. 19, 1995).
19. Letter from Donald L. Groen, President and Chief Operating Officer, Bloomington Chamber of Commerce (Jan. 24, 1995).
20. Letter from Members of the Minnesota Congressional Delegation (Jan. 26, 1995).

ATTACHMENT 1



January 19, 1995

The Honorable Patrick V. Murphy
Acting Assistant Secretary for
Aviation and International Affairs
The Department of Transportation
400 Seventh Street Southwest
Washington, DC 20590

Dear Sir:

On behalf of 3M I urge the Department of Transportation to award exemption authority to Northwest Airlines on three new Canadian routes:

Between Minneapolis/St. Paul and Vancouver - Docket 50034
Between Minneapolis/St. Paul and Montreal - Docket 5033
Between Minneapolis/St. Paul and Toronto - Docket 5032

3M has substantial ties to Canada and regular non-stop service benefits continued growth of business and trade links with our northern neighbor.

Please give this award your every consideration and open up a natural and convenient gateway between the Twin Cities of Minneapolis/St. Paul to our Canadian business partners and customers.

Sincerely,

A handwritten signature in dark ink, appearing to read "T. R. Hoffmann".

T. R. Hoffmann
Director Aviation and Employee Transportation

TRH:pmp

ATTACHMENT 2



Bismarck Municipal Airport

January 18, 1995

The Honorable Patrick V. Murphy
Acting Assistant Secretary of Aviation
and International Affairs
The Department of Transportation
400 Seventh Street Southwest
Washington, DC 20590

RZ: Docket No. 50032
Docket No. 50033
Docket No. 50034

Dear Mr. Murphy:

As the United States Department of Transportation reviews the awarding of exemption authority to Northwest Airlines on three (3) new Canadian routes in the near future, please consider this letter in support of granting the exemptions. Northwest Airlines has a long standing relationship with the citizens of North Dakota and the states' four major population centers rely heavily on the service and connections worldwide, that Northwest can provide.

These routes connecting North Dakota to Vancouver, Toronto and Montreal, will be of great benefit to both business and pleasure travellers. Furthermore, with NAFTA in the headlines and bylines as much as it is, we cannot ignore the importance of our vital links to neighboring countries.

I encourage your support in favor of Northwest Airlines request.

Sincerely,

Greg Haug
Airport Operations Director

ATTACHMENT 3



AERONAUTICS COMMISSION

2301 UNIVERSITY DRIVE • BLDG. 1652-22

BOX 5020 • BISMARCK, ND 58502

TEL: (701) 328-2748 • FAX: (701) 328-2780

Governor Edward T. Schafer
State of North Dakota

Staff

Gary R. Ness, Director
Roger L. Pfeiffer, Assistant Director
Mark J. Holzer, Aviation Planner

COMMISSIONERS

Jack K. Daniels, Chairman
Williston

John D. Odegard, Vice Chairman
Grand Forks

Robert J. Miller, Secretary
Casselton

Jay B. Lindquist
Hettinger

Erling O. Rolfson, Jr.
New Rockford

January 18, 1995

The Honorable Patrick V. Murphy
Acting Assistant Secretary of Aviation
and International Affairs
The Department of Transportation
400 Seventh Street Southwest
Washington, D.C. 20590

RE: Docket No. 50034
Docket No. 50033
Docket No. 50032

Dear Mr. Murphy:

The United State Department of Transportation is reviewing the awarding of exemption authority to Northwest Airlines on three Canadian routes. I urge you to award these exemptions. Northwest has a 60 year history of air service to our state and is the carrier most of our citizens look to for service. Northwest or Airlink partner provide North Dakota with 20 daily non-stop flights from four of our regional population centers to Minneapolis. These proposed routes will give those four cities and the state one-stop on-line service to Vancouver, Toronto and Montreal.

North Dakota has a close business relationship with our neighbors to the north. This service will only enhance this relationship.

We urge your positive decision on this Northwest request.

Sincerely,

Gary R. Ness
Director

GRN:mw

ATTACHMENT 4

January 17, 1995

The Honorable Patrick V. Murphy
Acting Assistant Secretary for Aviation and International Affairs
The Department of Transportation
400 Seventh Street, Southwest
Washington, D.C. 20590

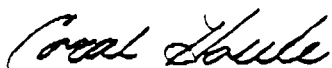
Dear Mr. Murphy:

The City of Bloomington expresses its support for Northwest Airlines' pending service filing for direct flights from Minneapolis-St. Paul International Airport to the Canadian cities of Vancouver, Toronto, and Montreal.

Bloomington relies on a healthy and viable business climate. Many of our businesses depend on Northwest Airlines for cargo shipping and business travel, and would benefit from the direct Canadian routes Northwest Airlines proposes.

Northwest Airlines has been a cooperative business development partner with the City of Bloomington, the Minneapolis-St. Paul metropolitan region and the State of Minnesota. This partnership will be aided by direct service to Vancouver, Toronto and Montreal.

Sincerely,



Coral Houle
Mayor

Planning\spectr\NWA-CANA.doc

ATTACHMENT 5



January 17, 1995

The Honorable Patrick V. Murphy
Acting Assistant Secretary for Aviation and International Affairs
The Department of Transportation
400 Seventh Street, Southwest
Washington, D.C. 20590

RE: Northwest Airlines Request for Service to Toronto - Docket #50032

Dear Mr. Murphy:

Globelle is an established North American distributor of Micro-computer hardware and accessories. Our US headquarters is located in Bloomington, Minnesota and our Corporate headquarters is located in Toronto, Canada. In addition, we have sales offices located throughout the United States, Canada and Israel.

Northwest Airlines is utilized by Globelle on a frequent basis to destinations throughout the U.S. and Canada for business travel. Since Globelle's Corporate office is located in Toronto, Canada, we frequently have executives traveling on Northwest Airlines between our US headquarters and our Corporate office.

As a growing company, Northwest's plans to offer direct flights from Minneapolis-St. Paul International Airport to the Canadian cities of Vancouver, Toronto and Montreal would significantly reduce our current travel time and help increase our productivity.

We are excited about the enhanced opportunity this service would provide to our organization and would appreciate your consideration in this matter.

Sincerely,

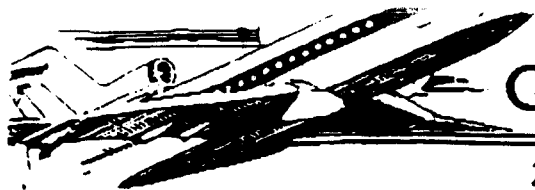
GLOBELLE CORPORATION


Robert S. Zakheim
President - Globelle US

RSZ/jn

6410 West Old Shakopee Road • Minneapolis, Minnesota 55438 • Phone (612) 942-7000 • Fax (612) 941-8666
CHICAGO • MEMPHIS • MINNEAPOLIS • ORLANDO • PHOENIX • PORTLAND

ATTACHMENT 6



Grand Forks Regional Airport Authority

2787 Airport Drive • Grand Forks, North Dakota 58203 • (701) 746-2580

January 18, 1995

Patrick V. Murphy
Acting Assistant Secretary for Aviation International Affairs
Department of Transportation
400 Seventh Street S.W.
Washington, D.C. 20590

Dear Secretary Murphy:

The Grand Forks Regional Airport Authority enthusiastically supports Northwest Airline's request to provide one stop service between Grand Forks and Toronto, Vancouver, and Montreal, Canada. Grand Forks has no direct access opportunities to these cities at this time. With Grand Forks being located along the Red River Trade Corridor between Canada and Mexico, improved access to Canada will be critical to the success of the City's trade and transportation development efforts.

Your serious consideration of Northwest's proposal will be greatly appreciated.

Sincerely,

Robert F. Selig, A.A.E.
Executive Director

ATTACHMENT 7



STATE OF MINNESOTA

OFFICE OF THE GOVERNOR

SAINT PAUL 55133

612-296-3391

ARNE H. CARLSON
GOVERNOR

January 18, 1995

The Honorable Patrick V. Murphy
Acting Assistant Secretary for Aviation
and International Affairs
The Department of Transportation
400 Seventh Street Southwest
Washington, D.C. 20590

Dear Acting Assistant Secretary Murphy:

On behalf of the State of Minnesota, I urge you to award the Minneapolis/Saint Paul to Vancouver, Minneapolis/Saint Paul to Toronto, and Minneapolis/Saint Paul to Montreal route authorities to Northwest Airlines, Inc. (Application of Northwest Airlines, Inc. to serve: Vancouver, Docket 50034; Toronto, Docket 50032; Montreal, Docket 50033)

Minnesota has long awaited the opening of air service access to Canada. As our largest international trade destination, Canada is Minnesota's important trading partner. The addition of non-stop service will enhance opportunities to promote our business and trade links.

Because of its northern tier location, Minneapolis/Saint Paul is a natural, mid-continent gateway from Canadian service. With the hub network of Northwest Airlines, these new routes will easily connect with destinations throughout the upper Midwest region and the rest of the country to provide more direct service to Canada.

This is an important opportunity for not only Minnesota, but the entire region. We believe that the award of these routes to Northwest Airlines will best serve the travel needs of Minnesota residents and businesses.

Warmest regards,

ARNE H. CARLSON
Governor

cc: Bill Davidson, Employer



3-10-95

ATTACHMENT 8



Minot
International Airport
25 AIRPORT ROAD, SUITE 10
MINOT, NORTH DAKOTA 58701-1457

AIRPORT DIRECTOR'S OFFICE
PHONE: 701-857-4724
FAX: 701-857-4710

January 17, 1995

The Honorable Patrick V. Murphy
Acting Asst. Secretary for Aviation &
International Affairs
Department of Transportation
400 7th St SW
Washington, DC 20590

Dear Mr. Murphy:

My office has been contacted by Northwest Airlines requesting support for their application to the DOT to provide twice daily service from Minneapolis to Vancouver, Montreal and Toronto.

Northwest Airlines is the main carrier for the City of Minot with over 85% of the market share for the year of 1994. We feel that the citizens of Minot and the surrounding area would be well served to have one stop jet service into these three canadian cities.

Based on this information I would ask the Department of Transportation to approve Northwest's application to serve these three canadian cities which will bring our two countries closer together to our goal to have a comprehensive "Open Sky policy" in some point in the near future.

If I can be of any further assistance or answer any questions about this matter, please advise.

Sincerely,

Michael D. Ryan
Airport Director
Minot International Airport

CC: Kathy Gaylord, Attorney, Northwest Airlines

ATTACHMENT 9



EDWARD T. SCHAFER
GOVERNOR

State of North Dakota

OFFICE OF THE GOVERNOR
600 N. BOULEVARD - GROUND FLOOR
BISMARCK, NORTH DAKOTA 58505-0001
(701) 224-2200

January 17, 1995

The Honorable Patrick V. Murphy
Acting Assistant Secretary for Aviation
and International Affairs
Department of Transportation
400 Seventh Street SW
Washington, DC 20590

Dear Secretary Murphy:

As Governor of the great State of North Dakota, I am writing to request your favorable consideration in granting Northwest Airlines exemption authority on three new Canadian routes.

These twice daily round trip flights between Minneapolis and Vancouver, Toronto, and Montreal would be of benefit to North Dakota in several aspects. Trade has increased with our Canadian neighbors with the enactment of the NAFTA agreement. The access to the business and governmental centers of Canada, that would be realized through these routes, are paramount to this continued growth. The one stop service these routes would offer to the North Dakota cities of Bismarck, Fargo, Grand Forks, and Minot and their northern friends would greatly enhance our service from Northwest Airlines and their contacts around the world. As air access to Canada increases, Northwest Airlines and North Dakota are in a unique position to grow and expand through the establishment of these routes.

Mr. Murphy, thank you for your time and consideration in this matter. I trust you will act in the best interests of the airline industry and for the future of all North Dakotans.

Sincerely,

A handwritten signature in dark ink, appearing to read "Edward T. Schafer", with a long, sweeping flourish extending to the right.

Edward T. Schafer
Governor

ATTACHMENT 10



STATE OF SOUTH DAKOTA
WILLIAM J. JANKLOW, GOVERNOR

January 18, 1995

The Honorable Patrick Murphy
Acting Assistant Secretary For Aviation
And International Affairs
Department Of Transportation
400 Seventh Street Southwest
Washington DC 20590

Via Fax: (202) 289-6834

RE: Application Of Northwest Airlines To Serve: Toronto (Docket 50032)
Montreal (Docket 50033)
Vancouver (Docket 50034)

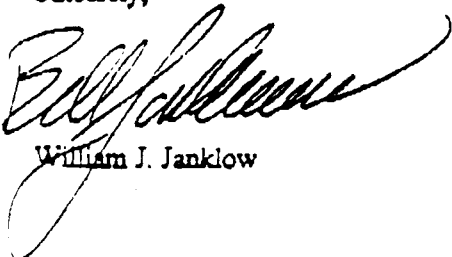
Dear Acting Assistant Secretary Murphy:

Northwest Airlines has asked the Department Of Transportation for exemption authority on three new Canadian routes. With your approval, Northwest would operate two daily round-trip flights between Minneapolis and Vancouver, Minneapolis and Toronto, and Minneapolis and Montreal.

On behalf of the state of South Dakota, I urge you to award the MSP-Toronto, MSP-Montreal, and MSP-Vancouver route authorities to Northwest Airlines. For a variety of reasons, those awards best serve the travel needs of our state's personal and business travelers.

Northwest and its Airlink partner currently serve five south Dakota cities: Aberdeen, Pierre, Rapid City, Sioux Falls, and Watertown. These five communities represent the four largest cities and the capital city of our state. Northwest now provides over 15 daily non-stop jet and non-stop Airlink flights between South Dakota cities and Minneapolis. Having one-stop, on-line service between South Dakota and Montreal, Toronto, and Vancouver would greatly enhance opportunities for trade and tourism.

Sincerely,



William J. Janklow

EXECUTIVE OFFICE
STATE CAPITOL
500 EAST CAPITOL
PIERRE, SOUTH DAKOTA
57501-5070
605-773-3212

ATTACHMENT 11



CITY OF
SOUTH ST. PAUL

OFFICE OF MAYOR
612) 450-8700
FAX (612) 450-5447

105 THIRD AVENUE NORTH
SOUTH ST. PAUL, MN 55075-2097

January 12, 1995

The Honorable Patrick V. Murphy
Acting Assistant Secretary for Aviation
and International Affairs
The Department of Transportation
400 Seventh Street Southwest
Washington, D.C. 20590

RE: Northwest Airlines, Inc. request to serve Minneapolis-St. Paul
to Vancouver, Docket 50034; Toronto, Docket 50032; Montreal,
Docket 50033

Dear Acting Assistant Secretary Murphy:


On behalf of the City of South St. Paul, I urge the U.S. Department
of Transportation to award exemption authority to Northwest
Airlines to serve Vancouver, Montreal, and Toronto, Canada.

The City of South St. Paul has hosted a number of Canadian youth
hockey and ice ringette teams over the years and our youth teams
have played in Canada as well. It is personal connections,
sporting, and family events that will benefit from this service in
addition to the opportunities to promote trade and business. I
personally hope to use this new service to visit my brother in
Vancouver.

Minnesota's location on the Canadian border makes the Minneapolis-
St. Paul International Airport a natural gateway for the award of
additional Canadian service and Northwest Airlines as our home
state airline is the natural choice to serve these markets.

Your favorable consideration of this request is greatly
appreciated.

Sincerely,


Kathleen A. Gaylord
Mayor

ATTACHMENT 12



55431
Telephone: (612) 881-8673
FAX Number: (612) 881-9617
WATS 800-328-4556

January 18, 1995

The Honorable Patrick V. Murphy
Acting Assistant Secretary for Aviation and International Affairs
The Department of Transportation
400 Seventh Street, Southwest
Washington, DC 20590

Dear Acting Secretary Murphy:

I would like to express my support and that of my staff for direct flights from Minneapolis-St. Paul International Airport to Vancouver, Toronto and Montreal. The corporate office for my company, The Jim Pattison Group, is located in Vancouver, BC. A sister company, Progressive Packaging Ltd, is located a short distance from Toronto. Members of my staff and I are required to travel to these destinations on many occasions throughout the year. Direct flights into both areas would have a positive impact on our ability to carry on our business in both locations, and it would have a direct bearing on our ability to travel quickly and conveniently to these locations. In addition, it would make our offices in Bloomington and Lakeville, MN more accessible to our sister companies as well as our corporate officers.

Please support Northwest Airlines' service filing for direct flights to Vancouver, Toronto and Montreal.

Thank you.

Sincerely,

Thomas S. Everett
Vice President and General Manager

TSE/drh

cc: Northwest Airlines Government Affairs Office

a division of *Innopac* Industries (M) Inc.

ATTACHMENT 13



The Toro Company

8111 Lyndale Avenue South, Bloomington, Minnesota 55420-1196
• 612/888-8801 • FAX 612/887-8253

January 18, 1995

The Honorable Patrick V. Murphy
Acting Assistant Secretary for
Aviation and International Affairs
The Department of Transportation
400 Seventh Street, Southwest
Washington, D.C. 20590

Honorable Patrick V. Murphy;

We write in support of the service filing of Northwest Airlines to serve the Canadian cities of Vancouver, Toronto, and Montreal from Minneapolis-St. Paul.

At the Toro Company, our business is lawn and turf care maintenance and beautification. We have a long standing customer base in Canada and posted sales totalling 27.7 million dollars in our last fiscal year ending July 31, 1994

To support this sales activity we average about ten business trips per month from Minneapolis-St. Paul to/from Canada, with heaviest travel to/from Toronto where we operate a distribution center in the suburb of Newmarket, Ontario.

Direct, non-stop service would benefit the Toro Company and contribute to the productivity of our travellers that presently do not enjoy non-stop service to Vancouver, Toronto, and Montreal.

If clarification or additional information is desired, please feel free to call at (612) 887-8327.

Sincerely,

Keith H. Clark
Director of Logistics

KHC:cm

ATTACHMENT 14



Wisconsin Manufacturers
Association — 1911
Wisconsin Council
of Safety — 1923
Wisconsin State Chamber
of Commerce — 1929

James S. Haney
President

James A. Buchen
Vice President
Government Relations

James R. Morgan
Vice President
Education and Programs

Susan B. Schneider
Vice President
Administration

January 17, 1995

The Honorable Patrick V. Murphy
Acting Assistant Secretary for Aviation
and International Affairs
Department of Transportation
400 7th Street SW
Washington, DC 20590

RE: Application of Northwest Airlines, Inc. to service: Vancouver,
Docket #50034; Toronto, Docket #50032; Montreal, Docket
#50033

Dear Mr. Murphy:

We understand that the U.S. Department of Transportation will shortly award additional route authorities for Vancouver, Montreal and Toronto to U.S. carriers. On behalf of the 3,700 members of Wisconsin Manufacturers & Commerce, we urge you to award the routes between MSP-Vancouver, MSP-Toronto and MSP-Montreal to Northwest Airlines, Inc.

WMC is the state's largest business association dedicated to fostering a healthy economy and a high quality of life for the citizens of Wisconsin. Northwest Airlines is committed to serving the needs of Wisconsin travelers and currently offers over 40 daily non-stop jet and Airlink flights between Wisconsin cities and Minneapolis. This service to Wisconsin will allow us to enjoy on-line, one-stop service from MSP to Vancouver, as well as additional service to Montreal and Toronto.

We believe that an award of this route authority to Northwest Airlines will best serve the travel needs of Wisconsin residents and our member businesses.

Sincerely,

James A. Buchen
Vice President, Government Relations
Wisconsin Manufacturers & Commerce

JAB/jea


cc: Robert Heider

501 East Washington Avenue
P.O. Box 352
Madison, WI 53701-0352
Phone: (608) 258-3400
FAX: (608) 258-3413

ATTACHMENT 15

Greater Minneapolis Chamber of Commerce

Young Quarter Building
#1 South Sixth Street
Suite 200
Minneapolis, Minnesota 55402
Phone: (612) 339-3333
Fax: (612) 339-3333



January 19, 1995

The Honorable Patrick V. Murphy
Acting Assistant Secretary for Aviation
and International Affairs
Department of Transportation
400 Seventh Street SW
Washington, D.C. 20590

Dear Acting Assistant Secretary Murphy:

The Greater Minneapolis Chamber of Commerce is most pleased to support Northwest Airline's (NWA's) proposals before the Department of Transportation to serve Vancouver, Toronto and Montreal from its hub at Minneapolis-St. Paul International Airport (MSP).

As a major city located in a Canadian border state, our business community has substantial economic ties to Canada. Ninety-four Canadian companies have affiliates in Minnesota, many of which are located in the Minneapolis-St. Paul metropolitan area. These companies maintain productive assets within the state worth a total of almost \$2.5 billion, almost 20 percent of all foreign direct investment in Minnesota. Canadian affiliates employ over 10,000 Minnesotans. As the trans-border economy grows, more affiliates come to Minnesota; the number of Canadian affiliated companies increased by almost a third during the period 1986-1991.


A recent survey by The Greater Metropolitan Area Foreign Trade Zone staff found a number of companies located in the Twin Cities metropolitan area are already exporting goods to Canada, all of which would benefit from better air cargo service. A partial list of these firms and their locations include:

Honeywell, Minneapolis
Medtronic, Minneapolis
3M, St. Paul
Data Card, Minneapolis
Seagate Technology, Minnetonka
Starkey Labs, Eden Prairie

Lake Region Manufacturing, Chaska
Foss Food Technology, Eden Prairie
AT&T Global Systems, Minneapolis
Image Systems, Hopkins
Nordic Track, Chaska
Lakeland Computer Corporation, Burnsville

Trade with Canada supports both the industrial and agricultural sectors of Minnesota's economy. Goods exported to Canada, Minnesota's largest trading partner, account for nearly a quarter of the state's total exports (more than \$1.5 billion/year). Those exports support well-paying industrial and

The Honorable Patrick V. Murphy
January 19, 1995
Page Two



technical jobs in Minnesota. Primary exports are transportation equipment, about \$486 million per year, and industrial machinery, \$277 million, as well as an agricultural economy with food exports amounting to over \$172 million. Improved air service would open up opportunities for even stronger economic growth.

Northwest Airlines is eager to grow under a liberalized Canadian air service agreement. NWA already has stations in each of the three cities and could begin service in all three markets this spring. We urge you to grant Northwest the exemption necessary to secure the economic benefits of new Canadian air service, for itself, for the citizens of the Minneapolis and St. Paul region, and for the United States as a whole.

The Minneapolis-St. International Airport has the facilities and capacity to handle these flights with little delay or congestion.

Sincerely,



Shelly Regan
President

ATTACHMENT 16



WORLD TRADE
CONFERENCE CENTER

January 18, 1993

The Honorable Patrick V. Murphy
Acting Assistant Secretary for Aviation
and International Affairs
The Department of Transportation
400 Seventh Street Southwest
Washington, D.C. 20590

Dear Acting Assistant Secretary Murphy:

The purpose of this letter is to encourage you to award the Minneapolis/Saint Paul to Vancouver, Minneapolis/Saint Paul to Toronto, and Minneapolis/Saint Paul to Montreal route authorites to Northwest Airlines, Inc. (Application of Northwest Airlines, Inc. to serve: Vancouver, Docket 50034; Toronto, Docket 50032; Montreal, Docket 50033).

Canada is Minnesota's most important trading partner. The addition of non-stop service will enhance opportunities to promote our business and trade links.

Because of its northern tier location, Minneapolis/Saint Paul is a natural, mid-continent gateway from Canadian service. With the hub network of Northwest Airlines, these new routes will easily connect with destinations throughout the upper Midwest region and the rest of the country to provide more direct service to Canada.

This is an important opportunity for not only Minnesota, but the entire region in both countries. As a Canadian border state, Minnesota will truly be in a position to benefit from and develop NAFTA (North American Free Trade Agreement).

Warmest regards,

George R. Crollick
President

GRC:gh

Minnesota World Trade Center Corporation
400 Minnesota World Trade Center, Saint Paul, Minnesota 55101 Phone: (612) 297-1580
Telex: 9132500382 (MINWRLTRADE US) Telefax: (612) 297-4812

ATTACHMENT 17



**Greater Metropolitan Area
Foreign Trade Zone
Commission**

January 19, 1995

**The Honorable Patrick V. Murphy
Acting Assistant Secretary for Aviation
and International Affairs
Department of Transportation
400 Seventh Street SW
Washington, DC, 20590**

Dear Acting Assistant Secretary Murphy:

The Greater Metropolitan Area Foreign Trade Zone Commission strongly supports Northwest Airline's (NWA's) proposals before the Department of Transportation to serve Vancouver, Toronto and Montreal from its hub at Minneapolis-St. Paul International Airport ("MSP"). Located in a Canadian border state, our business community has substantial economic ties to Canada. Ninety-four Canadian companies have affiliates in Minnesota, many of which are located in the Minneapolis-St. Paul metropolitan area. Those companies maintain productive assets within the state worth a total of almost \$2.5 billion, almost 20 percent of all foreign direct investment in Minnesota. Canadian affiliates employ over 10,000 Minnesotans. As the trans-border economy grows, more affiliates come to Minnesota; the number of Canadian affiliated companies increased by almost a third during the period 1986-1991.

In addition, trade with Canada supports both the industrial and agricultural sectors of Minnesota's economy. Goods exported to Canada, Minnesota's largest trading partner, account for nearly a quarter of the state's total exports (more than \$1.5 billion/year). Those exports support well-paying industrial and technical jobs in Minnesota. Primary exports are transportation equipment (\$486 million) and industrial machinery (\$277 million) as well as a healthy farming economy (with food exports amounting to over \$172 million). Improved air service would open up opportunities for even stronger economic growth.

Northwest is ready to seize growth opportunities under a liberalized Canadian air service agreement. NWA already has stations in each of the three cities and could begin service in all three markets this spring (Vancouver, by April 2, 1995; Toronto and Montreal by May 1, 1995). We urge you to grant Northwest the exemption necessary to secure the economic benefits of new Canadian air service, for itself, for the citizens of the Minneapolis and St. Paul region, and for the United States as a whole.

A Joint Powers Commission composed of the cities of Bloomington, Minneapolis and St. Paul

F.T.Z. #119

6040 28th Avenue South, Minneapolis, MN 55450 U.S.A.
Telephone: (612) 725-8361 Telefax: (612) 725-6296

Murphy
January 19, 1995
Page 2

A recent survey by our Foreign Trade Zone staff found a number of companies located in the Twin City Metropolitan area are already exporting goods to Canada, and would benefit from better air cargo service. A partial list of these firms include Honeywell, Medtronic, 3M, Data Card, Seagate Technology, Lakeland Computer Corporation, Starkey Labs, Lake Region Manufacturing, Foss Food Technology, AT&T Global Information Systems, Image Systems, and NordicTrack.

The Minneapolis-St. Paul International Airport has the facilities and capability to handle these flights with little delay or congestion. The Foreign Trade Zone is equipped to handle the additional cargo that would result from these flights.

Sincerely,



Steven J. Anderson
Administrator

ATTACHMENT 18



Greg D. Ortale
President &
Chief Executive Officer

January 19, 1995

The Honorable Patrick V. Murphy
Acting Assistant Secretary for Aviation
and International Affairs
The Department of Transportation
400 Seventh Street Southwest
Washington, D.C. 20590

Dear Acting Assistant Secretary Murphy:

The Greater Minneapolis Convention & Visitors Association strongly supports Northwest Airline's proposals before the Department of Transportation to serve Vancouver, Toronto, and Montreal from its hub at Minneapolis-St. Paul International Airport ("MSP").

Located in a Canadian border state, Minneapolis/St. Paul's business community has substantial economic ties to Canada. Ninety-four Canadian companies have affiliates in Minnesota, many of which are located in the Minneapolis/St. Paul area. Those affiliated companies maintain productive assets within the state worth a total of almost \$2.5 billion, almost 20% of all foreign direct investment in Minnesota. Canadian affiliates employ over 10,000 Minnesotans. As the trans-border economy grows, more affiliates come to Minnesota; the number of Canadian affiliated companies increased by almost a third during the period 1986-1991.

In addition, trade with Canada supports both the industrial and agricultural sectors of Minnesota's economy. Goods exported to Canada, Minnesota's largest trading partner, account for nearly a quarter of the state's total exports (more than \$1.5 billion/ year). Those exports support well-paying industrial and technical jobs in Minnesota (primary exports are transportation equipment (\$486 million) and industrial machinery (\$277 million) as well as a healthy farming economy (with food exports amounting to over \$172 million). Improved air service would open up opportunities for even stronger economic growth.

4000 Multifoods Tower, Thirty Three South Sixth Street,
Minneapolis, MN 55402 • Phone 612-661-4700 (TTY) • Fax 612-348-8359



An Affirmative Action Employer
Contains 15% Post Consumer Waste



The Honorable Patrick V. Murphy
Page Two
January 19, 1995

Northwest is ready to seize growth opportunities under a liberalized Canadian air service agreement. Northwest already has stations in each of the three cities and could begin service in all three markets this spring (Vancouver by April 2, 1995; Toronto and Montreal by May 1, 1995).

We urge you to grant Northwest the exemption necessary to secure the economic benefits of new Canadian air service, for itself, for the citizens of the Minneapolis/St. Paul region, and for the United States as a whole.

Cordially,


Greg D. Ortale

ATTACHMENT 19

January 24, 1995



The Honorable Patrick V. Murphy
Acting Assistant Secretary for Aviation and International Affairs
U.S. Department of Transportation
400 Seventh Street S.W.
Washington, D.C. 20590

Dear Acting Secretary Murphy:

On behalf of the business community of Bloomington, Minnesota, I urge your support for Northwest Airlines and its request for route authority in the following air service markets: Minneapolis/St. Paul-Vancouver (Docket #50034), Minneapolis/St. Paul-Toronto (Docket #50032), and Minneapolis/St. Paul-Montreal (Docket #50033).

We have sought for years to eliminate the obstacles Minnesotans and Canadians have faced when flying between their respective countries. Canada is extremely important to Bloomington and to the state of Minnesota. It is the state's most important trading partner and many Canadian companies have affiliates here. Thousands of Minnesotans are employed by Canadian companies. And as the trans-border economy grows, the commercial ties between our nations will become even stronger.

Northwest Airlines is uniquely qualified to provide this service. Minneapolis/St. Paul is one of the airline's major hubs which can provide strong back-up traffic feed from points behind the Twin Cities to support its MSP-Canadian service. Northwest pioneered service from Minneapolis/St. Paul to Winnipeg in 1931 and has been the state's major air link to our northern neighbor for more than 60 years. The airport has excellent facilities and can easily accommodate these new flights without difficulty.

I urge you to approve Northwest's application which will result in major service improvements between the Twin Cities and Vancouver, Toronto and Montreal.

Sincerely,

A handwritten signature in dark ink, appearing to read "Donald L. Groen". The signature is fluid and cursive, with a long horizontal line extending to the right.

Donald L. Groen, CCE
President and Chief Operating Officer

"Getting down to business"

DLG:sh

5633 LYNDALE AVE SO #200
P.O. BOX 202034
BLOOMINGTON, MN 55420
PHONE (612) 888-8818
FAX (612) 888-0508

ATTACHMENT 20



The Minnesota Congressional Delegation

2366 Rayburn House Office Building
Washington, D.C. 20515
(202) 225-6211



James L. Oberstar, Chairman

Paul D. Wellstone
Rud Grims
David Minge
Timothy J. Potts
Colin Peterson
Jim Ramstad
Martin Olav Sabo
Bruce F. Vento
Gil Gutknecht
Bill Luther

January 26, 1995

Hon. Patrick V. Murphy
Acting Assistant Secretary for
Aviation and International Affairs
U.S. Department of Transportation
400 Seventh Street, S.W.
Washington, D.C. 20590

Re: Improved International Air Service

Dear Secretary Murphy:

We urge you to approve the applications pending in Northwest Airlines Docket Nos. 50048, 50049 and 50050 to provide service between its hub at the Minneapolis-St. Paul International Airport (MSP) and the cities of Vancouver, Montreal and Toronto, Canada (the Cities). We enthusiastically support Northwest's application because the service Northwest proposes would bolster the economy of Minnesota, of the upper Midwest region and of much of the United States.

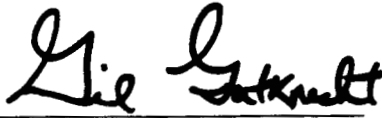
Northwest's proposed service would strengthen the economic ties between Minnesota and Canada. As a border state, Minnesota has developed significant relationships with nearby Canadian cities and provinces, but travel to Canada's three largest metropolitan areas has remained expensive and impractical. The advent of convenient, non-stop air service between Minneapolis/St. Paul and the Cities would offer unprecedented opportunities for Minnesotans. Due to our existing ties to Canada, Minnesota and the other upper Midwest states served by Northwest's MSP hub are in the best position to take immediate advantage of the opportunities created by increased access.

Furthermore, the use of Northwest Airlines' strategically located MSP hub would maximize the benefits of the bilateral agreement to allow greater travel. MSP is ideally located to minimize geographic barriers to trade and travel between the United States and Canada. While flights up and down each coast have long been available, transcontinental air travel -- as well as travel to or from the middle of the continent -- has been a difficult and circuitous process. MSP would offer convenient access to Canada to more Americans from more different parts of the nation than any other hub. Likewise, use of MSP would provide Canadian tourists with easier access to more of the United States than they have ever had before.

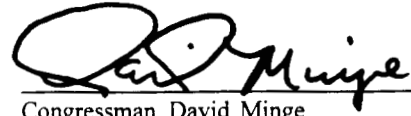
For these reasons, we believe that Northwest's proposal represents a golden opportunity for Minnesota and for millions of citizens of the United States and Canada. We strongly urge you to grant Northwest Airlines' request, and we thank you for your consideration.


Senator Paul Wellstone

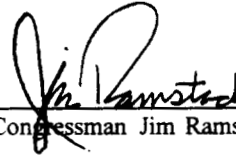




Congressman Gil Gutknecht



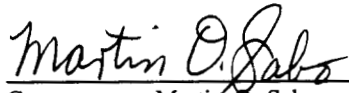
Congressman David Minge



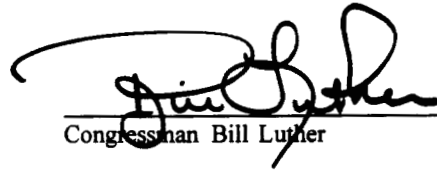
Congressman Jim Ramstad



Congressman Bruce F. Vento



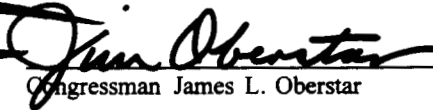
Congressman Martin O. Sabo



Congressman Bill Luther



Congressman Collin C. Peterson



Congressman James L. Oberstar